FLEXIBLE ACQUISITION & SUSTAINMENT TOOL (FAST)

INDUSTRY DAY

ADMINISTRATIVE REMARKS

Major Steve Skotte
WR-ALC/LB
DSN 468-2671
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stephen.skotte@robins.af.mil

ADMINISTRATIVE REMARKS

FAST

Industry Day

- Please Sign-In
- Ask Questions
  - Wait for the Microphone, Introduce Yourself
  - Forms Available
- All Briefings Will Be Posted on Webpage
  - http://pkec.robins.af.mil/\FAST\FAST.HTM
- Tomorrow's Small Business Session Has Been Cancelled
- Messages Can Be Left at 912-925-1976
- Bathrooms in the Lobby
- No Smoking Inside Base Theater

ADMINISTRATIVE REMARKS

FAST

Industry Day

- **Please Put All Beepers/Cell Phones in Silent Mode**
- **Food and Drinks in Lobby Only**
- **Food Available Close By**
  - **Bowling Alley**
  - **Base Exchange Food Court**
    - **Subs, Hot Dogs, Pizza, Ice Cream, Coffee Shop**
  - **Burger King**
  - **Smith Recreation Center**
  - **JR Rockers (NCO Club)**
  - **Officer's Club**

MANAGEMENT TEAM

- **Bobby Burch, Team Lead, WR-ALC/LE**
- **Ken Morgan, OO-ALC/LH**
- **Larry Deese, WR-ALC/LN**
- **Shirlyn Granville, WR-ALC/LF**
- **Nickie Smith, WR-ALC/LJ**

TECHNICAL TEAM

- **Abe Banks, Team Lead, WR-ALC/LY**
- **Jeff Krauss, OC-ALC/TI**
- **Alton Basilico, WR-ALC/TI**
- **Roger Pratt, WR-ALC/LA**

CONTRACTING TEAM

- **Angie Thompson, Team Lead, WR-ALC/LK**
- **Cathy Armor, WR-ALC/LK**
- **Steve Weiss, OO-ALC/LH**
- **Captain Linda Bethke, WR-ALC/LK**
- **Boots Tollinger, WR-ALC/PK**
- **Lisa Corr, WR-ALC/PK**
- **Linda Fountain, WR-ALC/PK**

OTHER TEAM MEMBERS

- David Burton, WR-ALC Contracting Director
- Col Dan Tubbs, Lead Prod Dir, WR-ALC/LK
- Col Joanne Schoonover, OO-ALC/LH
- Mike Barnes, Ogden Lead, OO-ALC/LH
- Winfield Greene, Program Manager, WR-ALC/LK
- Major Steve Skotte, Dep Prog Mgr, WR-ALC/LB
- Lisa Leduc, PRAG Team Lead, OO-ALC/PK
- Jim Lovett, WR-ALC Small Business Office
- Sherry Seeger, Admin Support, WR-ALC/RE

OTHER CUSTOMERS IN ATTENDANCE

- **Mike Ross, SMC**
- **Lt Col Bob Hunt, SMC Det 11**
- **Maj Roger Phillips, SMC**
- **Antonio Amoroso, ESC**

FAST INDUSTRY DAY AGENDA

15 Nov 99, Base Theater

0800 - 0805	Administrative Remarks - Major Skotte
0805 - 0815	Welcome to WR-ALC - Colonel Armor
0815 - 0825	Prod Dir Perspective - Colonel Butler
0825 - 0845	Contracting Perspective - Mr. Burton
0845 - 0915	Introduction to FAST - Mr. Greene
0915 - 0930	BREAK
0930 - 1015	Rqmts Overview & WR-ALC - Mr. Banks
1015 - 1045	OO-ALC - Colonel Schoonover

FAST INDUSTRY DAY AGENDA

15 Nov 99, Base Theater

1045 - 1115	OC-ALC - Mr. Krauss
1115 - 1300	Lunch
1300 - 1430	Contracting Strategy
	- Ms. Armor / Tollinger / Leduc / Corr
1430 - 1445	BREAK
1445 - 1545	Contracting Strategy (cont)
1545 - 1600	Risk Assessment Workshop - Mr. Smith
1600 - 1700	Questions - All
1700 - 1705	Closing Remarks - Major Skotte

WELCOME TO WR-ALC

Colonel James Armor
WR-ALC Vice Commander
DSN 468-2121
email:
james.armor@robins.af.mil

FAST = CONTRACT VEHICLE OF CHOICE

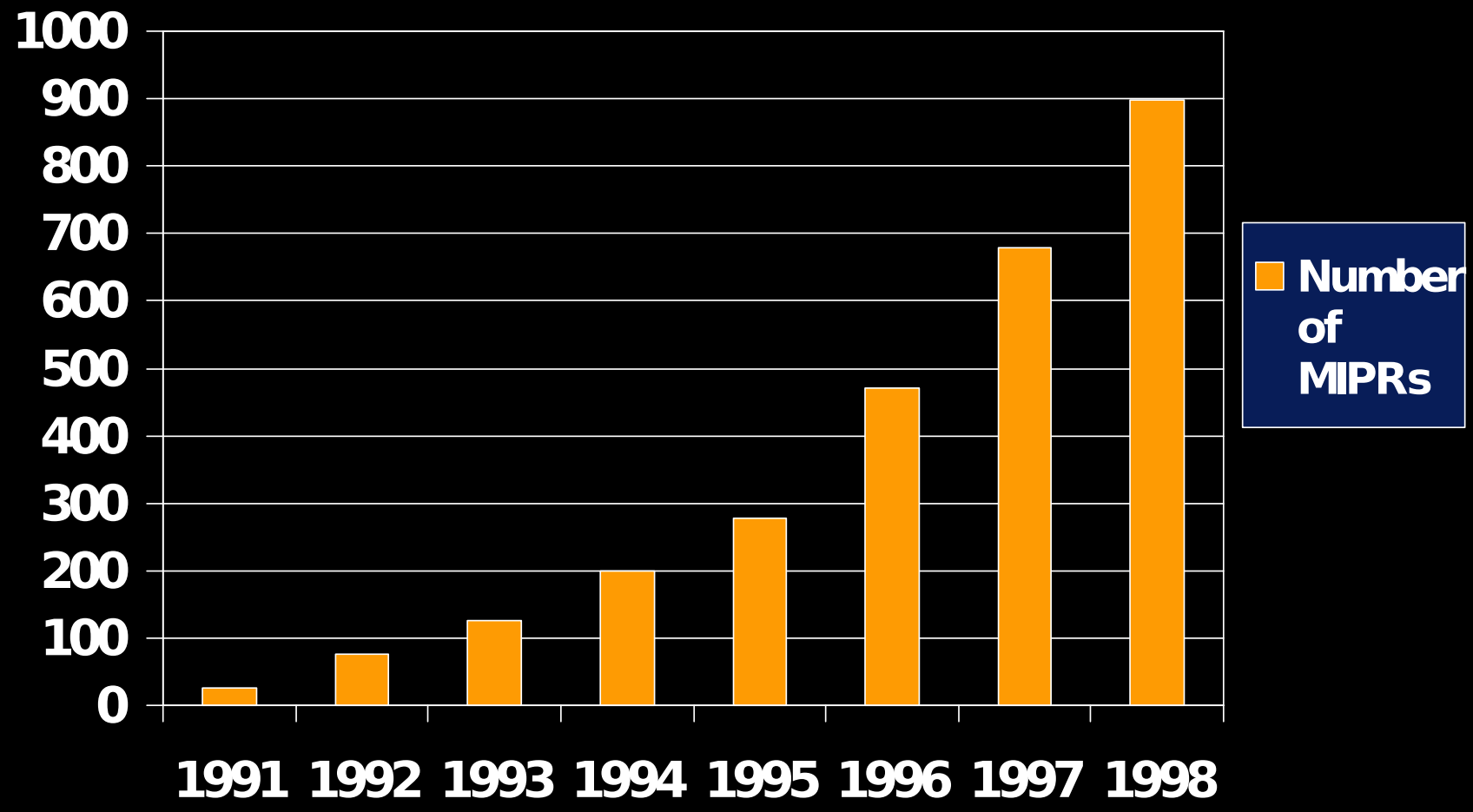
PRODUCT DIRECTORATE PERSPECTIVE

Colonel Gerald Butler
WR-ALC/LB
DSN 468-2322
email:
gerald.butler@robins.af.mil

CURRENT OPERATIONS

- **Product Directorates (PD) Develop Niche Contracts For Individual Weapon System Support**
  - **Meets Specific Needs, Redundant Efforts**
- **Program Managers Within Each PD Are Sending Money And Requirements To Existing Off-Base Vehicles With Increasing Regularity**
  - **Fast, Flexible, Expensive, Lack Of Visibility**

OC-ALC MIPR ACTIVITY



PROGRAM MANAGER'S NEEDS

- Quick Response Capability to support:
  - Aging weapon systems
  - Critical requirements
  - Workload transfer
- Access to multi-functional contractor team capability
- ONE STOP SHOPPING FOR MULTI-DIMENSIONAL REQUIREMENTS

CONTRACTING PERSPECTIVE

Mr. David Burton
WR-ALC/PK
DSN 468-3916
email:David.Burton@robins.af.mil

WHY ARE WE HOLDING THIS MEETING

- **AFMC Contracting failed to meet our customer needs for rapid, flexible, cost effective contracts**

PURPOSE OF MEETING

- **Convey information to facilitate your business decision**
  - **Requirements Definition**
  - **Outline an Acquisition Strategy**
    - **NOTE: THIS MEETING IS TO ANNOUNCE OUR INTENTION TO CONTRACT, IT IS NOT A PRE-SOLOICITATION CONFERENCE**
- **Answer questions**
- **Facilitate writing DOD's best solicitation**

OUR EXPECTATIONS

- **You will speak freely**
  - **Publicly or Privately**
- **We are asking for additional input in several critical areas--PLEASE HELP US!!**
- **Heading check on Macro Strategy**

SUMMARY

- **We have the opportunity to jointly craft a much needed, much anticipated, mutually beneficial contract**

NEW SCHEDULE

- INDUSTRY DAY 15 NOV 99
- RISK ASSESSMENT 30 NOV 99
- AFMC HEADING CHECK 16 DEC 99
- OVERSIGHT COMMITTEE 6 JAN 00
- PRE-ASP WR-ALC/CC 13 JAN 00
- PRE-ASP AFMC/CC 20 JAN 00
- ASP SAF/AQ 27 JAN 00
- DRAFT RFP 7 FEB 00
- FINAL RFP 7 MAR 00
- PROPOSALS RECEIVED 24 APR 00
- AWARD 30 JUN 00

INTRODUCTION TO FAST

Mr. Winfield Greene
WR-ALC/LK-1
DSN 468-0873
email:
winfield.greene@robins.af.mil

FAST AGENDA

- **WHY FAST**
- **WHAT IS FAST**

WHY FAST

- Program Managers' Needs
- Current Operations
  - MIPR Discussions
  - Limited Scope Contracts
- Summary

Program Manager's Needs

- **WR-ALC and AF have developed multiple service contracts all under $500M, with limited scope, in attempt to satisfy Program Managers' needs**
- **Program Managers may have to use multiple contract vehicles to accomplish a single task**
  - **Government team becomes program integrator**
  - **More risk for government**

WHY FAST??
Current Operations

FAST

Industry Day

- **Program Managers within each Product Directorate (PD) send money & requirements to existing off-base vehicles with increasing regularity**

  - Why?? **AF does not have a fast, flexible, and low cost vehicle of choice**
  - How?? **Using MIPRs (Funding document used for sending money to other government agencies)**
  - Example:
    - **Tinker AFB MIPR activity increased from 25 in FY91 to 899 in FY98, i.e. to Army, Navy, GSA, Treasury**

WHY FAST?? Current Operations

- **Program Managers within each Product Directorate (PD) send money & requirements to existing off-base vehicles with increasing regularity**

  - Pros:
    - **Obligate dollars quickly: Speed**
      - **Contract vehicle already in place**
      - **Rapid response to critical sustainment issues**
    - **PDs can get to whom they want: Flexibility**

WHY FAST??
Current Operations

- **Program Managers within each Product Directorate (PD) send money & requirements to existing off-base vehicles with increasing regularity:**
  - **Cons:**
    - **»Expensive: 1% - 18% Surcharge and Pass-throughs (Average surcharge: 5%)**
    - **»Fewer Weapon System Support dollars go to supporting warfighter**
    - **»Lack of visibility at the PD or CC level**
    - **»AF Audit highlighted lack of contract administration visibility and inadequate surveillance of contract performance**
    - **»Lost opportunity for acquisition strategy**
    - **»No Local AF Small Business Credit**

WHY FAST??
Current Operations

FAST

Industry Day

- **Program Managers within each Product Directorate (PD) send money & requirements to existing off-base vehicles with increasing regularity:**
  - **Examples:**
    - **23 MIPRs for $700K in surcharges (Tinker Audit)**
    - **4 Product Directorates paid $24.7M for manpower support contracts through MIPRs (Robins Audit)**
      - **Paid $1.2M in surcharges**

WHY FAST Current Operations

- **Product Directorates (PD) develop contracts for individual Weapon System Support:**
  - **Pros:**
    - **PDs have vehicle specific to their needs**
    - **Responsive once in place**
    - **No fees, no pass-throughs**

Current Operations

- **Product Directorates (PD) develop contracts for individual Weapon System Support:**
  - Cons:
    - **Redundant industry Bid and Proposal costs**
    - **Scope not broad enough to allow multiple PD usage; multiple PDs writing similar contracts**
    - **Redundant efforts for PDs & PK**
    - **Takes too long to get basic contract in place**
    - **Not meeting customers' need to obligate dollars quickly (30 days maximum)**

WHY FAST Summary

Industry Day

- **Opportunity to develop an AFMC command wide, multi-dimensional <u>contracting vehicle of choice</u> for Product Directorate warfighter support**
- **Opportunity to <u>address the needs</u> of the Product Directors**
- **<u>Built by Program Managers for Program Managers</u> needs**
- **Opportunity to stem the tide of: paying too much, waiting too long, limiting our Program Managers' options**

WHAT IS FAST

FAST

Industry Day

- **Background**
- **Charter**
- **Goals**
- **Scope**
- **Contract Summary**
- **Schedule**

BACKGROUND

- Manpower support contract review team established by WR-ALC Space and Special Systems Management Directorate
- Evaluated services and manpower support for PDs
- Developed surveys
  - Contracting Vehicle
  - Industry
  - Product Directorate

MARKET RESEARCH
Contracting Vehicles Survey

FAST

Industry Day

- **Researched existing Omnibus-type contracts**
  - **Asked about contract characteristics, government administration, contractor teaming, lessons learned, etc.**
  - **Attacked from two perspectives**
    - **Possible candidates to emulate if decision is made to write a contract**
    - **Possible candidates to utilize if decision is made to use existing contracts**

MARKET RESEARCH
Contract Vehicles Surveyed

FAST

Industry Day

- R2CSR: **Rapid Response to Critical System Requirements, US Army CECOM, Fort Monmouth NJ**
- GSA: **U.S. General Services Administration Federal Supply Service**
- ITSP: **Information Technology Services Program, ESC Hanscom AFB, MA**

MARKET RESEARCH
Contract Vehicles Surveyed

FAST

Industry Day

- A&AS Omnibus, **ASC, W/P AFB OH**
- Super SETA: **Systems Engineering & Technical Assistance, Brooks AFB TX**
- DESP: **Design Engineering Support Program, Hill AFB UT**

*__Note:__ **Also reviewed OC-ALC** "TTOES II" **(Technical Task Order Engineering Services) RFP though no surveys were forwarded**

MARKET RESEARCH
Other Contract Vehicles Reviewed

- DEP, Ogden ALC UT
- SPAWAR Program Mgt Team Omnibus, San Diego CA
- USAFE SETA RFP, Einsiedlerhof Air Station Germany
- LO&SC RFP, Patrick AFB FL
- Engineering Support Services RFP, US Navy NAVAIR China Lake CA
- AEDC O&M RFP, Arnold Engineering Development Center (AEDC) Tullahoma TN
- TEAS RFP, Eglin AFB FL
- TAMS, Eglin AFB FL
- AAAV RFP, USMC Marine Corps Systems Command VA
- CSLE RFP, Marine Corps Systems Command Quantico VA
- White Sands TEAM RFP, NASA Johnson Space Center
- NAWC RFP
- Omnibus 2000, Redstone Arsenal AL

MARKET RESEARCH
R2CSR Is Unique

FAST

Industry Day

- **Scope is broad**
- **Ceiling accommodates customers' requirements**
- **Large contractor teams provide multi-functional capability**
- **Customers are ecstatic**
- **Obligate dollars quickly through task ordering arrangement**
- **Multiple pricing arrangement**
- **Can get multi-dimensional task completed through single contract**

BENCHMARKING R2CSR

- R2CSR is light years in front of everyone
- R2CSR is baseline for FAST effort
- Incorporate R2 lessons learned

MARKET RESEARCH
Product Directorate Survey

FAST

Industry Day

- **Given to ALC PDs to determine requirements and desires**
  - **Asked about projected expenditures from FY00-06 for manpower support, services, rare spares/repairs, ICS, CLS, and CSFR**
  - **Asked about current contract vehicles being used**

MARKET RESEARCH
Industry Survey

- **Interviewed contractors working under Omnibus-type contracts for their experiences**
- **Distributed survey to Middle Georgia Aerospace Industry Committee (AIC), consisting of approximately 120 aerospace firms**
- **Received responses from primes contractors, subcontractors, large businesses, and small businesses**
- **Received feedback on multiple omnibus-type contract vehicles**

MARKET RESEARCH
Industry Contact/Input

FAST

Industry Day

- **Multiple briefings to Middle Georgia Aerospace Industry Committee**
- **Conducted 40+ one-on-one discussions with contractors**
- **Received 100+ comments from industry in response to FAST information posted on WR-ALC Business Opportunities website and CBD announcement**
  - **Input has been informative and mainly supportive**

BACKGROUND_

Business Case Analysis Summary

FAST BUSINESS CASE ANALYSIS (BCA)

FAST

Industry Day

- **WR-ALC performed a BCA to determine how to perform procurement actions to support future ALC warfighter requirements**
  - **Research Data Compilation for Best Business Decision**
  - **Identified Six Courses of Action**
    - **Included using combination of existing contracts (Utilize option)**
    - **Included writing new contract at Robins (Emulate option)**
  - **Compared and Contrasted Six Courses of Action against Current Business Practices**
  - **Developed Three Different, Five Year Cost Models for Evaluation**
  - **Used Cost Benefits Analysis**
  - **Benefits: Rate comparison, Time to award task, Fee cost stability, Customer service, Ease of use, Management control, Get desired contractor**
- **Decision: Write FAST**

CHARTER

- **Develop FAST contract for services, modifications, spares, repairs and modernization of existing systems, that is robust enough for Command-wide utilization**
  - **Requirements definition should be broad enough to meet ALC PDs needs**
  - **Partner with other Log Centers**

GOALS

- Establish new industry standard contract vehicle
- User friendly vehicle that will rapidly obligate dollars
- Flexible dynamic vehicle
- Vehicle of choice
- Optional usage
- Reduce costs to PDs (no fee)

Key Events

Industry Day

- **Briefed WR-ALC Commander & PDs on 8 June**
- **ALC Round Robin, July 7-8**
  - **Briefed PDs at Tinker and Hill**
  - **Received buy-in and POCs from OC-ALC/TI and OO-ALC/LH**
- **AFMC Heading Check, September 28**
  - **Attendees from local/national SBA, local/command BC, WR-ALC, OO-ALC, OC-ALC, AFMC/PK/DR/LG/JA**
- **Pentagon Briefing Tour, 3-5 Nov**
  - **OSD/A&T, SAF/AQC, SAF/SB, OSD/SADBU**
- **Received Support Across the Board**

SCOPE DISCUSSION

- **Requirements**
- **Users**
- **Ceiling**
- **FAST Program Review**

Summary

REQUIREMENTS SCOPE

- **Whose requirements would FAST satisfy? Focused on, but not limited to:**
  - **WR-ALC's PDs**
  - **OO-ALC's PDs**
  - **OC-ALC's PDs**

REQUIREMENTS SCOPE

- Services
- Modifications
  - Modernization of Existing Systems
- Repairs
- Spares

USERS SCOPE

- ALC customers
  - AFMC customers
    - AF MAJCOMs
      - Non-AF users - TBD

CEILING SCOPE

- **WR-ALC FY00 Estimates**
  - **Services $316M**
  - **Mods $85M**
  - **Spares $19M**
  - **Repairs $13M**
- **Total $433M**

CEILING SCOPE

- **OC-ALC FY00 Estimates**

– Services	$72M
– Mods	$45M
– Spares	$34M
– Repairs	$20M

- **Total** $171M

CEILING SCOPE

FAST

Industry Day

- **OO-ALC FY00 Estimates**

–Services	$57M
–Mods	$9M
–Spares	$54M
–Repairs	$53M

- **Total** $173M

CEILING SCOPE

- **OC-ALC, OO-ALC, WR-ALC FY00 Estimates**
  - **Services $445M/YR -- 57%**
  - **Mods $139M/YR -- 18%**
  - **Spares $107M/YR -- 14%**
  - **Repair $86M/YR -- 11%**
  - **Total $777M/YR ($5B for 7 Yrs)**
- **Other potential customers ceiling est. TBD**

FAST PROGRAM REVIEW SUMMARY

- FAST will provide an Air Force contracting vehicle to meet Air Force Product Directors warfighter support requirements

- Primary focus is the sustainment of all Air Force managed weapon systems, support systems, subsystems, LRUs, and SRUs

- Built by Program Managers for Program Managers

FAST Requirements Overview

Abe J. Banks
FAST Technical Team Leader
Industry Day
15 November 1999

REQUIREMENTS SCOPE

- **Services**
- **Modifications**
  - **Modernization**
- **Spares**
- **Repairs**

REQUIREMENTS SCOPE

- **Services**
  - **Task oriented skills and expertise needed to support the ALCs' mission**
  - **Examples**
    - **»Engineers and Technicians**
    - **» Physical Sciences**
    - **»Computer Systems, Networking, Systems Administration**
    - **»Computer Systems Management**
    - **»Engineering Studies & Analysis**

REQUIREMENTS SCOPE

- Services Examples (cont)
  - »Program Office Support
  - »Financial Management, Budgeting, Funding, Accounting
  - »Technical Data Management
  - »Supply & Inventory Management
  - »Transportation Operations
  - »Budgeting, Economic Analysis
  - »Logistics Analysis / Provisioning

REQUIREMENTS SCOPE

- **Services Examples (cont)**
  - **Industrial Operations & Facilities**
  - **Quality Assurance, Inspection**
  - **Environmental Compliance**

REQUIREMENTS SCOPE

- **Modifications**
  - **Existing AF managed system**
  - **Improving system reliability, maintainability, and sustainability**

  - **Example - a radio system has obsolete components; the replacement of these components will improve the system's sustainability**

REQUIREMENTS SCOPE

- **Phases of a Modification Program**
  - **Design Engineering**
  - **Fabrication and Testing**
  - **Technical Documentation**
  - **Installation, Kit Proofing**
  - **Initial Spares**
  - **Interim Contractor Support**

REQUIREMENTS SCOPE

- **Modernization**
  - **Existing AF managed system**
  - **Requirement for additional performance capability; technology insertion**
  - **Example - Threat environment changes drive need to upgrade guidance system and processors in a missile system**

REQUIREMENTS SCOPE

- **Spares**
  - **Contingency**
  - **Limited**
  - **Critical**

REQUIREMENTS SCOPE

- Spares
  - Contingency
    - »Source for part is non-responsive, short term work-around source is obtained
    - »Example - Due to natural disaster, source is non-responsive; task order awarded to qualified source for immediate requirements

REQUIREMENTS SCOPE

- Spares (cont)
  - Limited
    - » Small Quantities
      - Example - one or two spares to support emergency warfighter requirements
    - » Low Demand Rate
      - Example - NSO/INS item starts failing after twenty years

REQUIREMENTS SCOPE

- Spares (cont)
  - Critical
    - »Essential part needed for next higher assembly to fulfill customer requirement
    - »Example - Needed part is not available in supply system to make next higher assembly serviceable

REQUIREMENTS SCOPE

- **What FAST spares are:**
  - **low volume**
  - **critical need**
  - **very low percentage of spares requirement**

- **What FAST spares are not:**

  - **large quantities of replen or shelf stock spares**

REQUIREMENTS SCOPE

- **Repairs**
  - **Contingency**
  - **Limited**
  - **Critical**

REQUIREMENTS SCOPE

- Repairs
  - Contingency
    - »Source for repair is non-responsive, short term work-around source is obtained
    - »Example - During BRAC realignment process, organic SOR in process of being relocated; unexpected requirements generate; task order awarded to qualified repair source to fulfill short term requirements

REQUIREMENTS SCOPE

- Repairs (cont)
  - Limited
    - » Small Quantities
      - Example - a special type of radar warning receiver
    - » Low Demand Rate
      - Example - item with a high MTBF starts failing regularly

REQUIREMENTS SCOPE

- Repairs (cont)
  - Critical
    - » Essential part needed for next higher assembly to fulfill customer requirement
    - » Example - during maintenance process, SRU is required to make LRU serviceable; SRU is not available in supply system

Warner Robins ALC Requirements

WR-ALC Requirements

- **Provide worldwide logistical support**
  - **C-130**
  - **C-141**
  - **F-15**
  - **C-5**
  - **U-2**
  - **JOINT STARS**
  - **USAF Helicopters**
  - **USAF Missles**

WR-ALC Requirements

- **Worldwide logistical support (cont)**
  - **USAF portion of the Global Positioning System**
  - **Remotely Piloted Vehicles**
  - **Common Avionics**
  - **Airborne Electronic Warfare Equipment**
  - **Airborne Communications Equipment**
  - **Airborne Bomb and Gun Directing Systems**
  - **Non-airborne vehicles**

WR-ALC Requirements

- **Worldwide logistical support (cont)**
  - **Fire Fighting Equipment**
  - **Bare Base Equipment**
  - **Machinery, Material, and Tools**

OO-ALC REQUIREMENTS FOR F.A.S.T.

Col Joanne Schoonover
OO-ALC/LH
DSN: 777-4852
email:Joanne.Schoonover@hill.a

OVERVIEW

- **OO-ALC Mission**
- **Potential Users for F.A.S.T.**
- **Space and C3I Programs**
- **Space and C3I Systems**
- **OO-ALC Expectations**
- **Summary**

OGDEN ALC MISSION

- **Provides Worldwide Engineering and Logistics support for:**
  - **F-16 Fighting Falcon**
  - **Intercontinental Ballistic Missiles (ICBM)**
    - **Minuteman & Peacekeeper**
  - **Landing Gear**
  - **Wheels and Brakes**
  - **Guided Bombs**
  - **Air Munitions**
  - **Photonics**
  - **Trainers and Simulators**
  - **Space and C3I (SC3I)**
  - **Mature and Proven Aircraft (MAPA)**
    - **A-10, T-37, F-4, F-111, T-38 etc.**

Potential Users for F.A.S.T.

SYSTEMS	FAST
F-16 Aircraft	YES
ICBM	NO
Landing Gear	YES
Wheels and Brakes	YES
Guided Bombs	YES
Air Munitions	YES
Photonics	YES
MAPA	YES
SC3I	YES

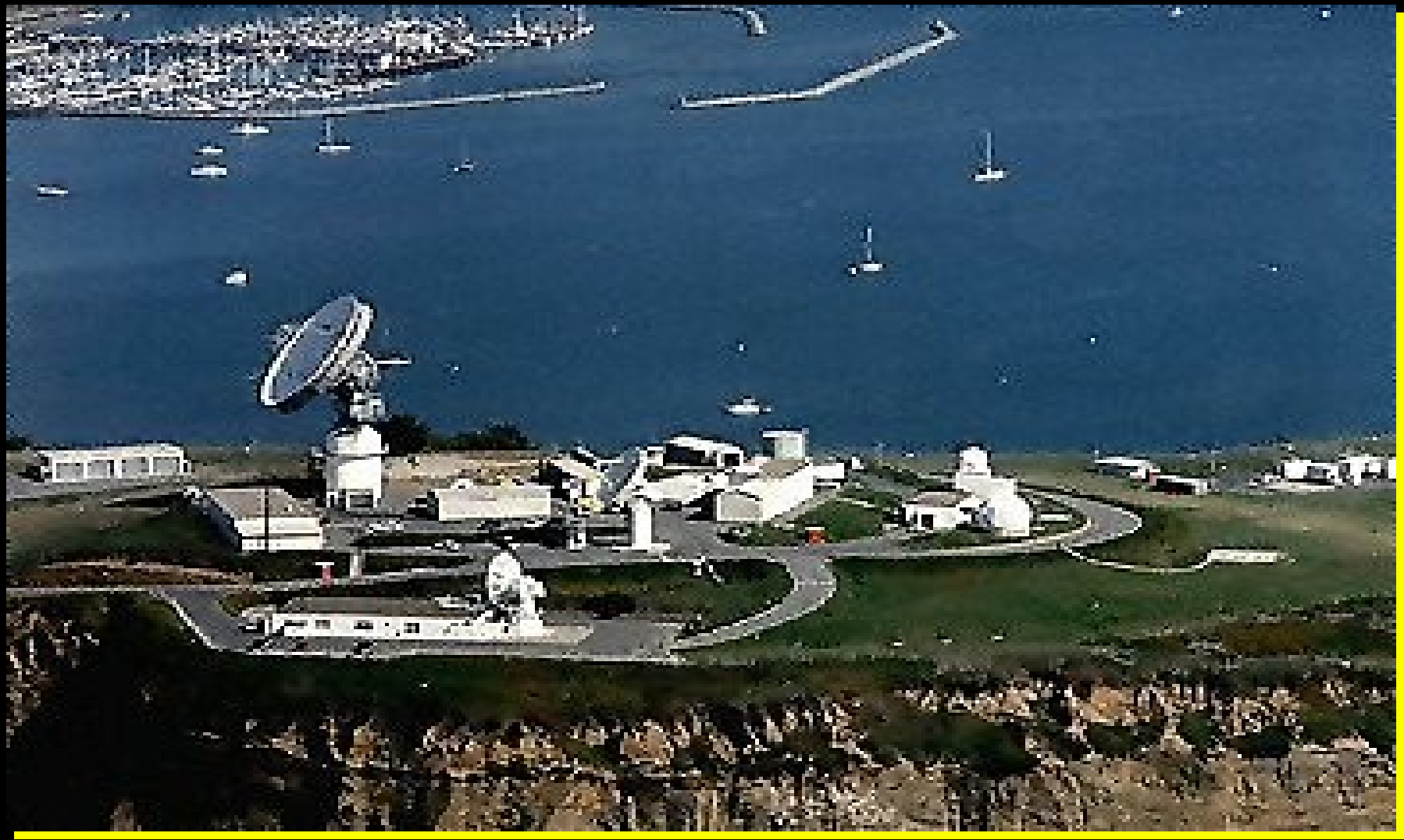
SPACE PROGRAMS

- **SPACE**
  - **Defense Meteorological Satellite Program(DMSP)**
  - **Satellite and Launch Control (SLC)**
  - **Global Positioning System (GPS)**
  - **Space Based Infrared (SBIRS)**
  - **Strategic Nuclear Deterrence Command and Control (SNDC2)**
  - **CINC Mobile Alternate HQs (CMAH)**
  - **Cheyenne Mountain Comples (CMC)**
  - **Missile Warning and Space Surveillance System (MWSSS)**
  - **Military Satellite Communications (MILSATCOM)**

  - **Primarily commodity Items i.e. Processors, integrators, radars, synchronizers, receivers, transmitters, radomes**

SPACE SYSTEMS

Industry Day



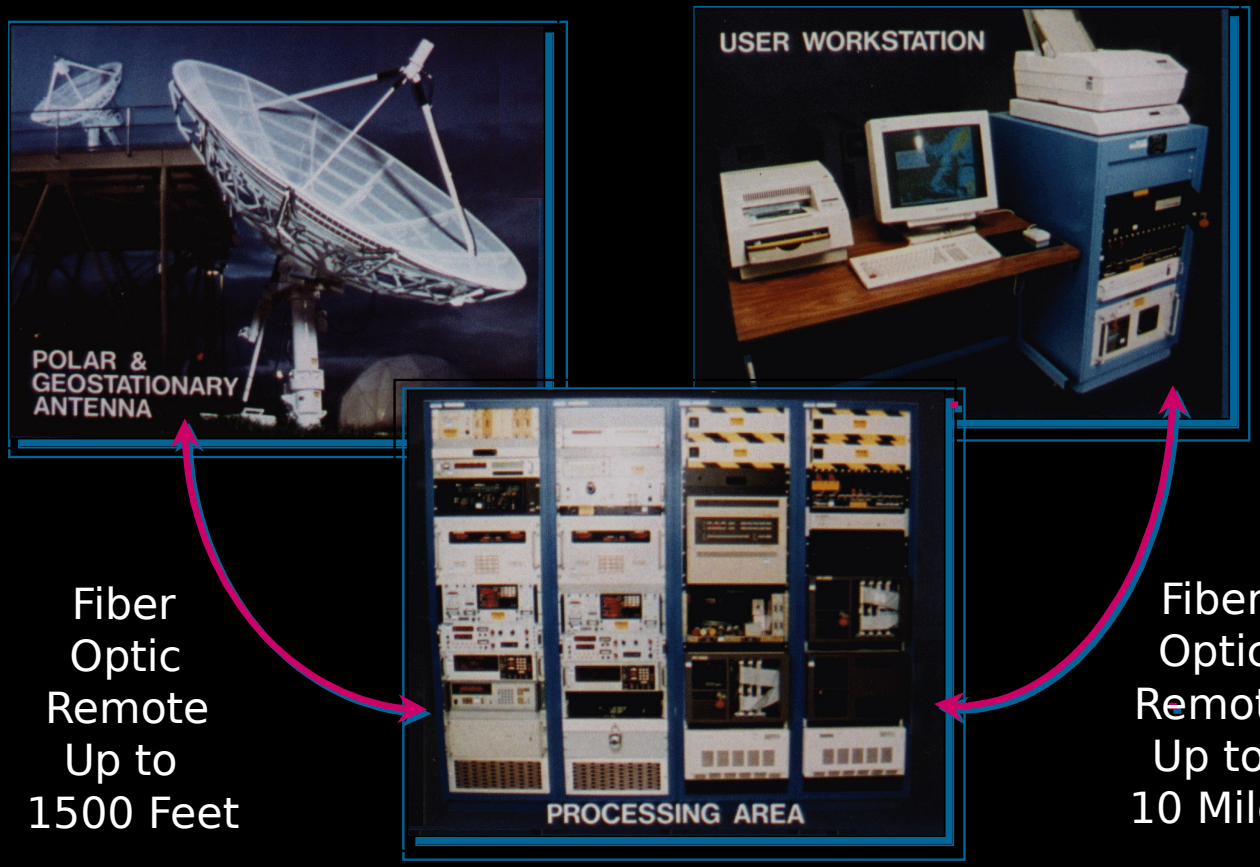
Satellite & Launch Control

SPACE SYSTEMS Cont'd

Cheyenne Mountain Complex

SPACE SYSTEMS Cont'd

Industry Day



Defense Meteorological Satellite Program

C3I PROGRAMS

- **C3I**
  - Ground Theater Air Control System (GTACS)
  - Range Threat Systems (RTS)
  - Tactical Shelters
  - Weather Systems
  - Ground Based Sensors (GBS)
  - Atmospheric Early Warning System (AEWS)
  - Telecommunications

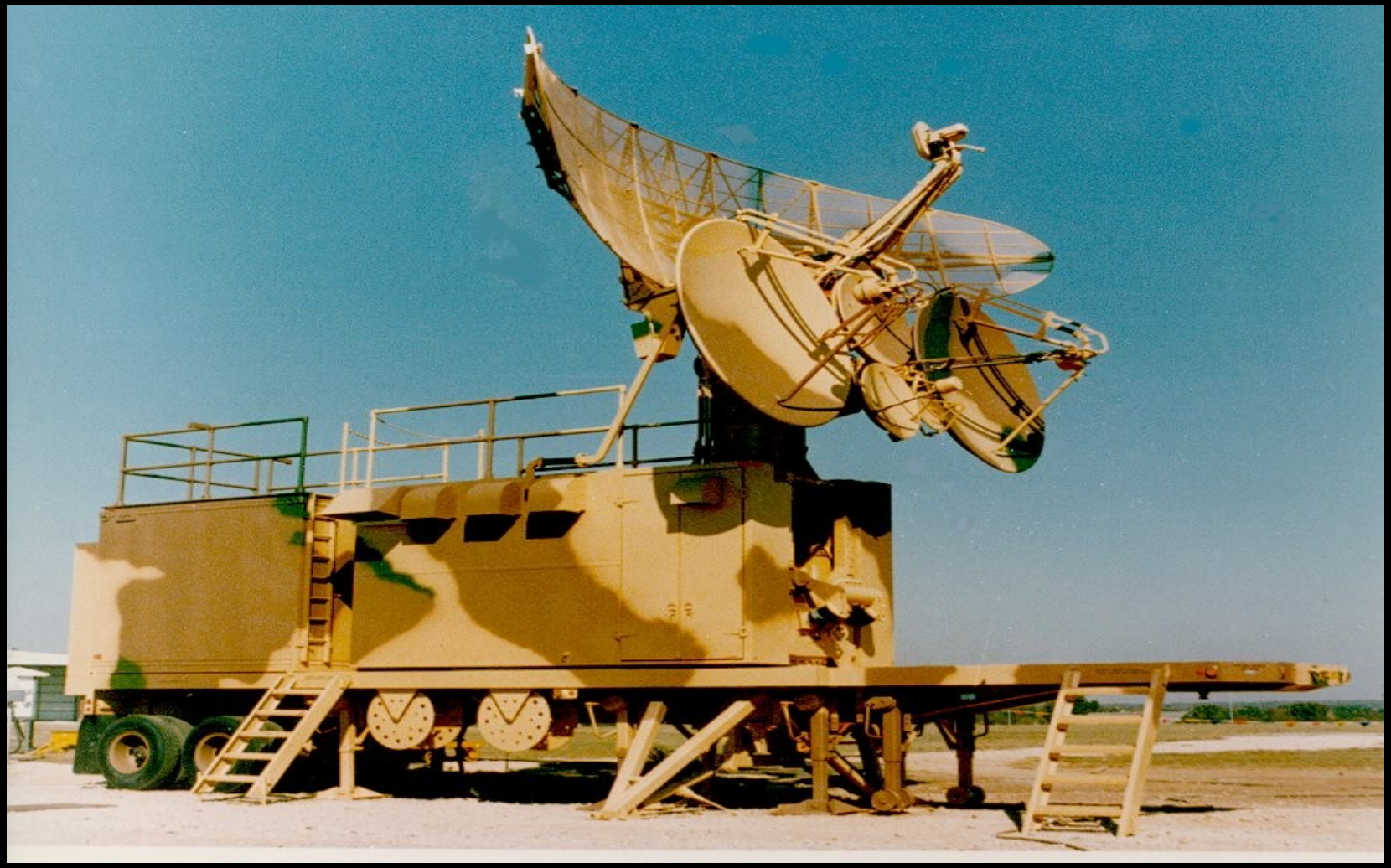
- Managing entire systems i.e. telephone switching systems, weather sensors, threat simulators and emitters, radars

C3I SYSTEMS
Ground Theater Air Control System

FAST

Industry Day

C3I SYSTEMS
Cont'd

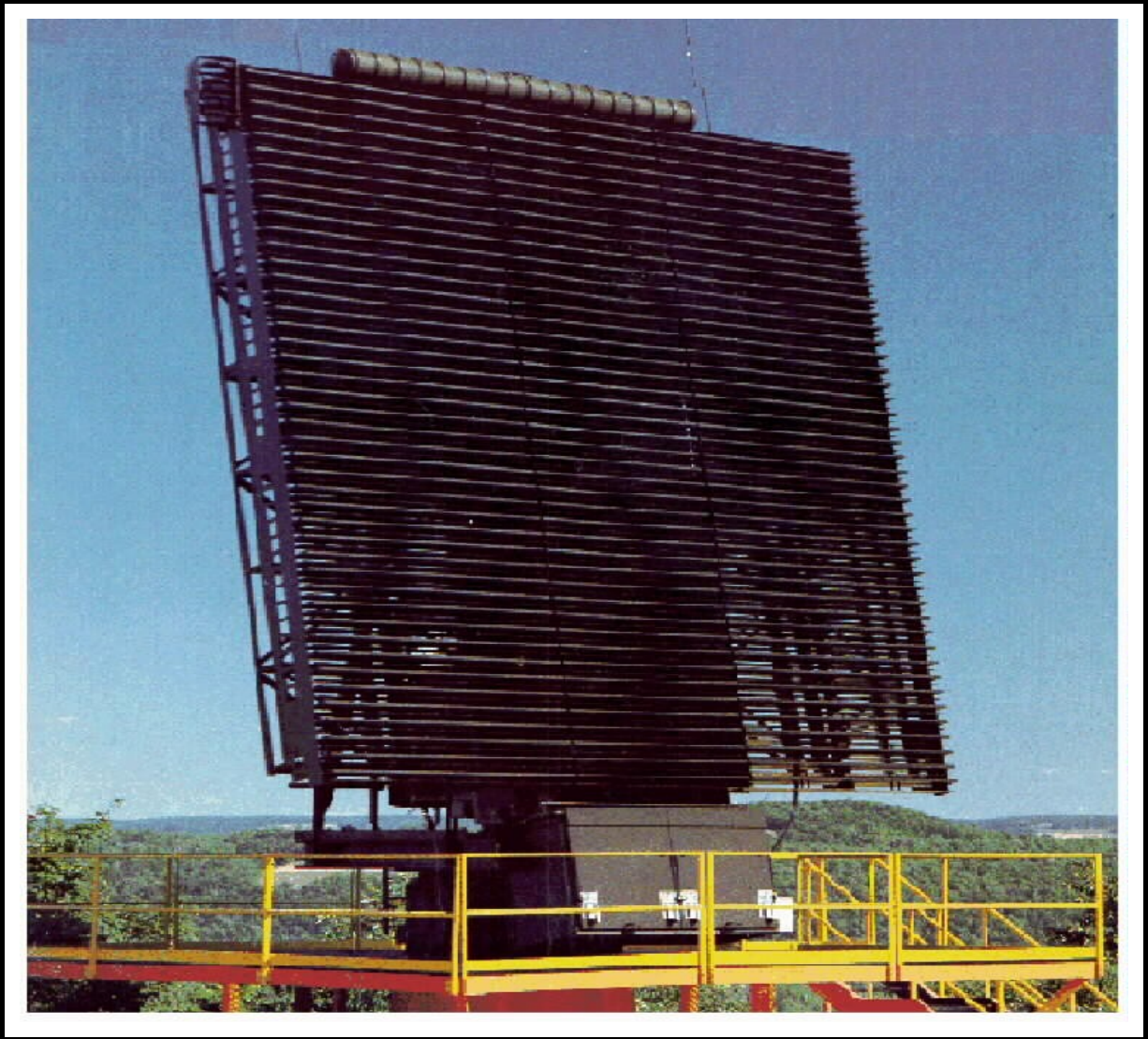


Range Threat System

C3I SYSTEMS
Cont'd

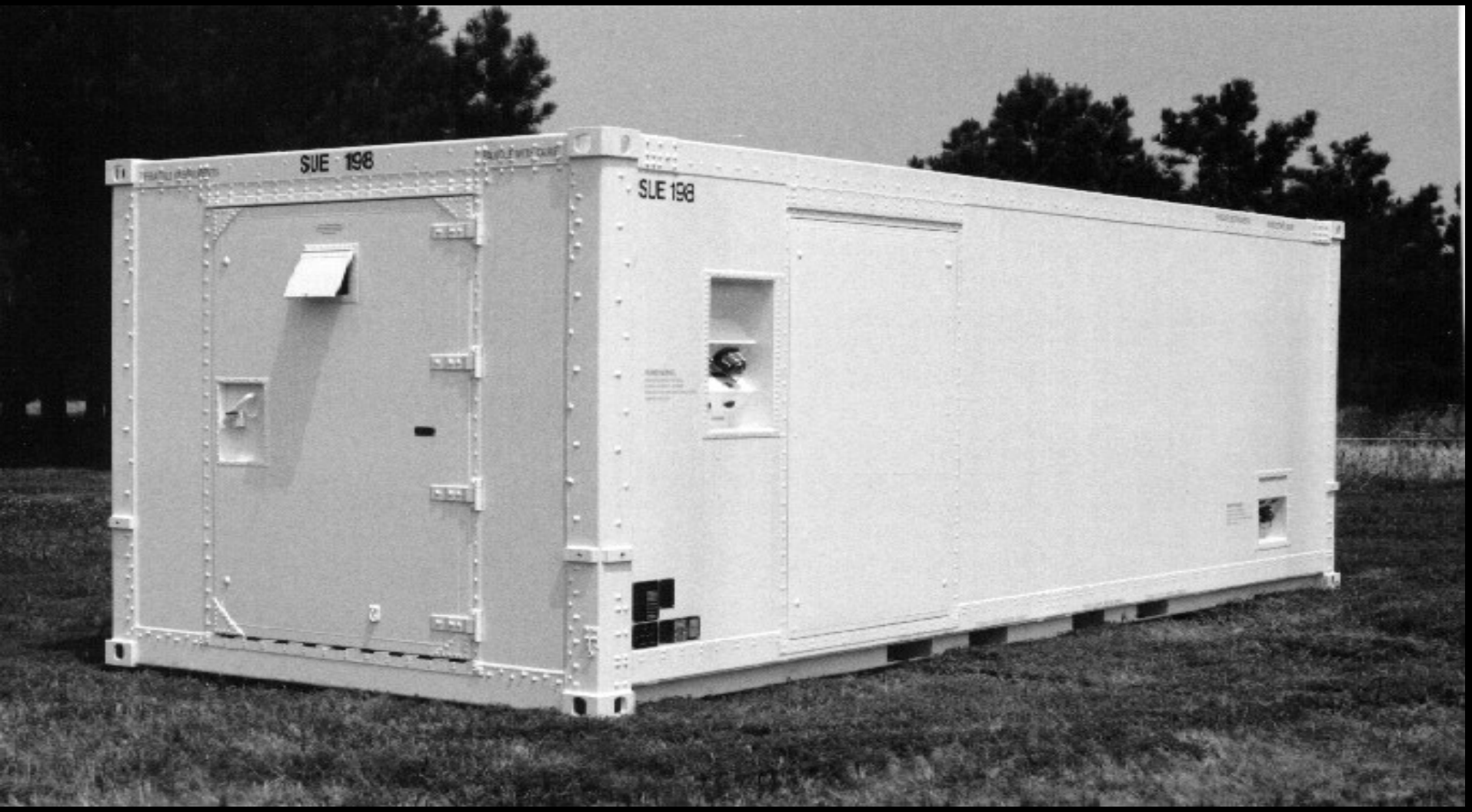
Command and Control Switching System

C3I SYSTEMS Cont'd



Atmospheric Early
Warning System

C3I SYSTEMS Cont'd



Tactical Shelters

OO-ALC EXPECTATIONS

- **Quick Support to Customers**
- **Eliminate Surcharge (GSA, R2CSR, etc.)**
  - **Reinvest in Other Customer Requirements**
- **Minimize Multiple Source Selections**
- **Reduce Proposal Costs**
- **Bridging Vehicle to Mitigate BRAC Workload Transfers**

SUMMARY

- OO-ALC is Committed to Teaming
- F.A.S.T. is Customer and Industry Oriented
- Looking Forward to Partnering with Industry

OKLAHOMA CITY AIR LOGISTICS CENTER

Jeff Krauss
OC-ALC/TIET
DSN 336-5015
email:

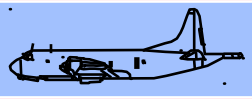
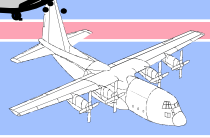
CHALLENGE

FAST

Industry Day

Development Start
Base Model IOC

Planned Phase Out
(Last Model)

1969		F-14		2014+	*45+ YEARS*
1955	1959	UH-1		2008+	*53+ YEARS*
1969		F-15		2020+	*51+ YEARS*
1958	1962	P-3		2018+	*60+ YEARS*
1956	1962	CH-47		2027+	*71+ YEARS*
1951	1957	C-130		2030+	*79+ YEARS*
1954	1957	KC-135		2040+	*86+ YEARS*
1946	1953	B-52		2040+	*94+ YEARS*

0 50 100

Years

OC-ALC ACTIVITY

- DESIGN ENGINEERING PROGRAM (DEP)
  - Contracts with four ALCs
  - Each ALC responsible for selected NSNs
- TECHNOLOGY TASK ORDER ENGINEERING SERVICES (TTOES)
  - Four Prime Contractors
  - Awarded Mar 95
    - $95M (Increased to $125M)
    - One year contract w/four one-year options
    - Original contract for five years
    - Ceiling reached in four years

OC-ALC ACTIVITY (CONT)

- TTOES II
  - Seven Prime Contractors
    - $450M
    - One year contract w/four one-year options
- RAPID RESPONSE TO CRITICAL SYSTEM REQUIREMENTS (R2CSR)
  - Three Prime Contractors (65 Subcontractors)
    - $5B
    - Two year contract w/three one-year options

OC-ALC ACTIVITY (CONT)

- **WHY IS THE FAST CONTRACT IMPORTANT**
  - **Longer service life of fielded weapon systems**
  - **Lack of technical data for procurement**
  - **Long procurement lead times**
  - **Need for structural items never planned for buys**

- **SYSTEM PROGRAM MANAGERS AIR FORCE WIDE ARE ADDRESSING SUSTAINMENT ISSUES**

AFMC MIPR ACTIVITY

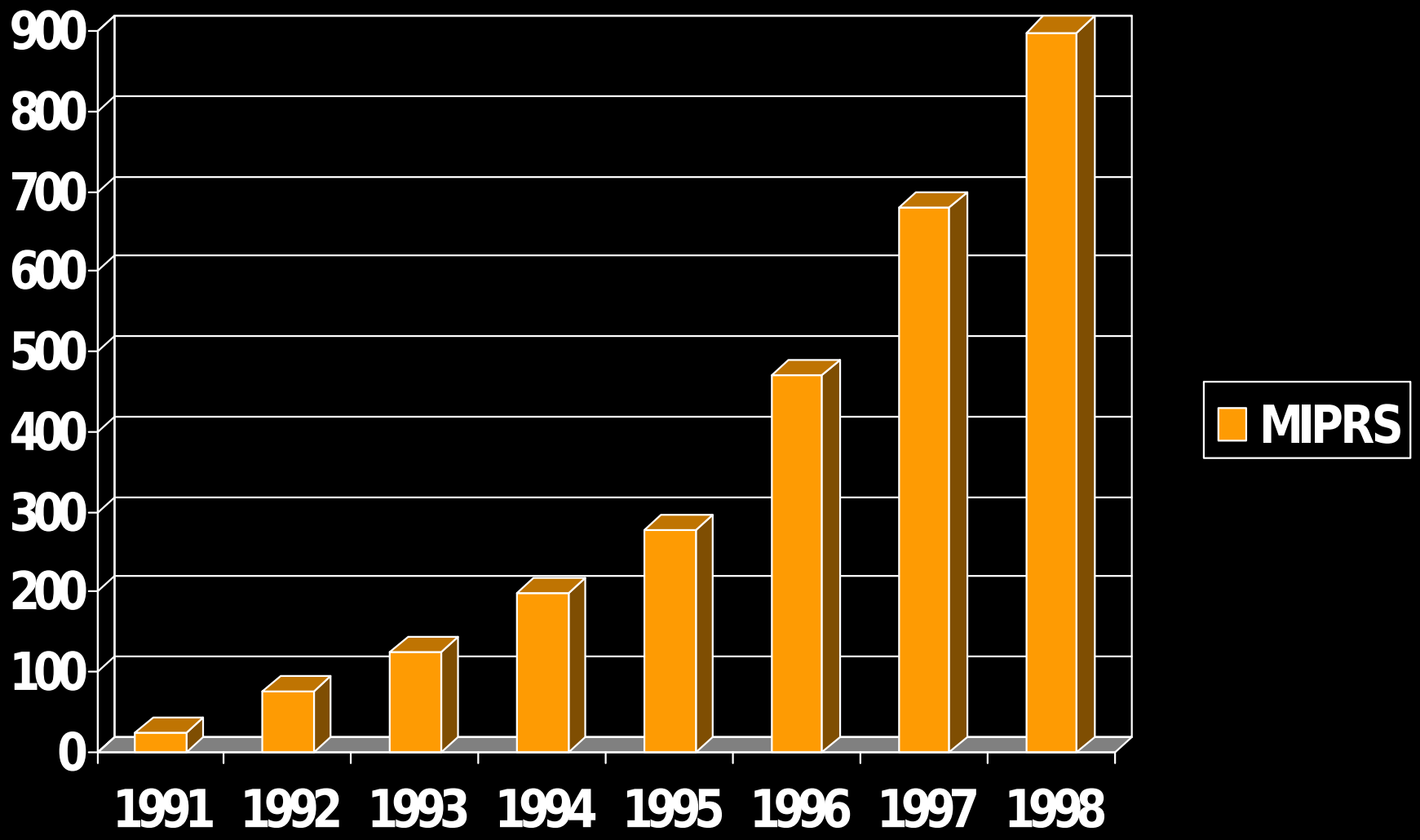
- R2CSR USAGE FOR FY 99
  - $71.4M FOR OC-ALC
  - $1.5M FOR OO-ALC
  - $22.6M FOR WR-ALC

- OC-ALC MIPR ACTIVITY FOR SIMILAR REQUIREMENTS
  - $62M IN FY 98
  - $97M IN FY 99

OC-ALC MIPR Activity

FAST

Industry Day



OC-ALC REQUIREMENTS

- PRIME MANAGEMENT RESPONSIBILITY FOR THE B-52, KC-135, B-1, B-2, AND THE E-3 AIRCRAFT.
- ASSISTS THE NAVY IN SUPPORT OF THE E-6A TACAMO, WHICH IS SIMILAR TO THE E-3
- PRIMARY RESPONSIBILITY FOR ENGINE MANAGEMENT
- COMMODITIES

FAST

- ONE OF THE MOST IMPORTANT ACQUISITION INITIATIVES EVER UNDERTAKEN BY THE AIR FORCE
- CRITICAL TO SUSTAINING THE WEAPON SYSTEMS MANAGED BY AFMC
- WILL PROVIDE THE PROGRAM MANAGER WITH A NECESSARY ACQUISITION TOOL INTO THE 21ST CENTURY

ACQUISITION STRATEGY

Cathy Armor
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DISCLAIMER

- **Acquisition strategy is subject to Principal Deputy Assistant Secretary of the Air Force for Acquisition and Management approval. The information presented today is subject to change prior to release of a final Request for Proposal.**

ACQUISITION STRATEGY

FAST

Industry Day

- Industry Involvement / Market Research
- Anticipated Contract Characteristics
- Small Business Discussion
- Fair Opportunities Clause
- Organizational Conflict of Interest
- Source Selection Procedures / Evaluation
  - Oral Presentations
  - Performance Risk Assessment Group (PRAG)
  - Pricing
- Contract Administration
- Schedule

INDUSTRY INVOLVEMENT/ MARKET RESEARCH

- **Accomplished:**
  - **Surveys of: Industry, Contract Vehicles and Product Directorates**
  - **Briefings to Aerospace Industry Council**
  - **Use of PK (Directorate of Contracting) Business Opportunities Web page**

INDUSTRY INVOLVEMENT / MARKET RESEARCH

- Use of PK Business Opportunities Web page(s)
  - To distribute info to industry on a real-time basis and to provide a channel for feedback
  - Current postings to site:
    - Initial Request for Comment regarding program concept posted 2 Jul 99
    - Request for Comment: Focus - Award Options - Direct Awards for Small Business, posted 13 Sep 99 (amended 14 Sep 99)
      - Received over 100 written responses from industry

INDUSTRY INVOLVEMENT/ MARKET RESEARCH

- As a result of industry comments:
  - Focused on small business joint venture ideas
  - Specifically targeted small business teaming arrangement ideas
  - Work to clearly define program requirements
  - Identified other areas of concern of industry:
    - Organizational Conflict of Interest (OCI)
    - Fair Opportunities
  - Expanded our review of similar contract vehicles

INDUSTRY INVOLVEMENT/ MARKET RESEARCH

FAST

Industry Day

- "Contract Award Options" Industry Feedback (Web posting dated 14 Sep 99)
- "Small Business Joint Venture" Industry Feedback (Web posting dated 17 Sep 99)
- Q&As - 28 Jul and 2 Sep 99
  - »Responses to questions generated by Requests for Comment
- Briefing to joint National Contract Mgmt Association and Aerospace Industry Council (posted on web page)
- Draft clauses (posted to web page)

INDUSTRY INVOLVEMENT/ MARKET RESEARCH

FAST

Industry Day

- **Review of contractual documents:**
  - **Have reviewed 20 plus contracts and solicitations**
    - **Small Business approaches**
    - **Evaluation criteria**
    - **Fair Opportunities**
    - **Organizational Conflict of Interest**
- **Open door policy**
  - **40 plus one-on-one meetings with contractors**

INDUSTRY INVOLVEMENT/ MARKET RESEARCH

- **Market research continues:**
  - **Commerce Business Daily (CBD) announcement(s)**
  - **Requests for Comment / Information on all three Air Logistics Centers' business opportunity web pages**
  - **Electronic Posting System (EPS)**
- **Industry involvement continues:**
  - **Industry Day / Risk Assessment Workshop**
    - **To allow our customers and prospective contractors the opportunity to discuss acquisition strategy**
  - **Draft Request For Proposal (RFP)**

INDUSTRY INVOLVEMENT / MARKET RESEARCH SUMMARY

FAST

Industry Day

- **Published Requests for Comments without specific information being available**
  - **Facilitated rumors, We apologize**
- **We appreciate your input**
  - **Helped us to focus on what is important**
  - **Good input to build Acquisition Strategy**
- **Your input is still needed and appreciated**

ANTICIPATED CONTRACT CHARACTERISTICS

- **Type: Indefinite Delivery / Indefinite Quantity**
- **Awards: Multiple awards (3 to 5)**
- **Pricing: Multiple pricing arrangements (i.e., Fixed Price, Time & Material)**
- **Contract Line Items Numbers (CLINs): "Menu" of CLINs for various services / supplies to be procured**
- **Length: 7 years**
- **Small Business Approach: An award reserved for small business for "Services Only "; All other awards will be full and open competition; Under Review**
- **Federal Acquisition Regulation (FAR) Part 12 (Acquisition of Commercial Items) to be incorporated**

TYPE
INDEFINITE DELIVERY/ INDEFINITE QUANTITY

- **Allows for maximum flexibility in ordering; easy to use**
- **Estimates for minimum guarantees will not be token amounts**

AWARDS
MULTIPLE AWARDS

- **Allows customer to reach contractor that provides the best value for a supply / service**

- **All task orders will be considered in accordance with Fair Opportunities clause(s) set forth in the basic contract, and evaluated in accordance with evaluation criteria set forth in each task request**

AWARDS
CONTRACT AWARDS

- **Full Scope of Statement Of Work (SOW):**
  - **3 awards - Full and open competition**
  - **Cover entire SOW scope**
  - **Minimum subcontracting goals for Large Businesses**
- **Services only:**
  - **At least 1 award to small business**
  - **Services covers 57% of entire scope**
- **Other strategies still under review**

SUBCONTRACTING

- **Any large business receiving an award will be evaluated through the life of the contract through award term provisions**
  - **Award term provisions will be linked to how well a large business meets or exceeds small business subcontracting goals**
    - **Will be reviewed at predetermined intervals of contract performance**

PRICING ARRANGEMENTS

- Pricing arrangements will allow maximum “sharing” of risk between the Government and the contractor(s)
  - Fixed price
  - T&M
- Further explained in “Source Selection Evaluation” portion of this briefing

ANTICIPATED CONTRACT LINE ITEMS

- To allow for maximum flexibility in ordering and ease of use by customer
  - Services
  - Modification support
  - Repair
  - Spares
  - Any other necessary support CLINs
    - Travel / Per Diem

LENGTH
LENGTH OF CONTRACT

- **7 year contract**
  - **Ordering period will be 7 years**
  - **Alternatives:**
    - **3 plus 2 plus 2**
    - **5 plus 2**
    - **7**

FAR PART 12
ACQUISITION OF COMMERCIAL ITEMS

- **Policies and procedures unique to the acquisition of commercial items.**
  - **Implements Title VIII of Federal Acquisition Streamlining Act (FASA) 1994**
  - **Resemble commercial marketplace and encourage acquisition of commercial items and components**
- **Will use FAR 12 for FAST**

ORGANIZATIONAL CONFLICT OF INTEREST (FAR 9.501)

- **Organizational Conflict of Interest means that because of other activities or relationships with other persons**
  - **a person is unable to render impartial assistance or advice to the Government**
  - **the person's objectivity in performing the contract work is or might otherwise be impaired**
  - **the person has an unfair competitive advantage**

ORGANIZATIONAL AND POTENTIAL CONFLICTS OF INTEREST (OCI)

- **Air Force Materiel Command (AFMC) OCI Clauses will be incorporated into the solicitation/contract**
  - **5352.209-9002 Organizational Conflict of Interest & alternates**
  - **5352.209-9003 Potential Organizational Conflict of Interest & alternate**
- **Draft OCI clause has been posted to the web page**
- **OCI applies to commercial acquisitions**

FAST OCI STRATEGY

- AFMC OCI Clauses will be incorporated into the solicitation / contract
- OCI shall be considered at the task order level when requirements are identified
- Multiple awards will allow contractors to decline a task if an OCI is identified
- Actual OCIs may require mitigation plans when in the best interests of the government
- Clause will be tailored

CONSIDERATION FOR AWARD OF INDIVIDUAL TASK ORDERS (Fair Opportunities)

FAST

Industry Day

- 10 USC 2304c(b) & 41 USC 253j(b)
- Competition in Contracting Act (CICA 1984)
- FASA 1994 (Public Law 103-355)
- Federal Acquisition Regulation (FAR) 6.505(b)(1)
- Air Force FAR Supplement 5352.216-9001- Awarding Orders Under Multiple Award Contracts

STATUTORY LANGUAGE (Fair Opportunities)

- "…broad discretion in establishing procedures for the evaluation and award of individual task orders under multiple award contracts."
- "…all contractors under multiple award contracts be afforded a reasonable opportunity to be considered in the award of each task order."
- "…contracting officials will have wide latitude and will not be constrained by CICA requirements in defining the nature of the procedures that will be used in selecting the contractor to perform a particular task order."

STATUTORY EXCEPTIONS (Fair Opportunities)

- The agency needs are urgent
- Only one source is capable
- The order is a logical follow-on to an order already issued under the contract
- It's necessary to place an order to satisfy a minimum guarantee

FAIR OPPORTUNITIES

- Orders will be competed to comply with regulations and laws
- Prospective factors that will be considered in the award of any task order:
  - Past Performance -Technical Expertise
  - Quality -Schedule
  - Cost -Other relevant factors
- Draft Fair Opportunities clause posted to web page
- Final clause will be tailored

SMALL BUSINESS DISCUSSION

NO IMPACT ON SDB OR 8(a)

- **FAST will not disturb any current Small Disadvantaged Business or 8(a) contracts**
  - **Current and renewal 8(a) requirements will remain 8(a)**
  - **Other SDB requirements will remain outside FAST**

MARKET RESEARCH

FAST

Industry Day

- **"Contract Award Options" Industry Feedback (Web posting dated 14 Sep 99)**
  - **Teaming has begun - Large business, small business and joint ventures**
- **Small Business Joint Venture (JV) (Web posting dated 17 Sep 99)**
  - **Success of SB JV contingent on management structure**
  - **Applaud our efforts to develop a broader partnership program, i.e. SB JV**

SMALL BUSINESS STRATEGY

- Total award Full and Open Competition
- Reserved Small Business award(s) for "Services only"
- Mandate aggressive large business subcontracting goals for small business
- Bringing MIPR'd money back in-house
- Opening new avenue, precedent setting, dramatically increasing opportunities for SB participation

NO JV DIRECTION

- **The Government is NOT directing formation of a JV or teaming arrangement.**
- **Contractor's choice on how to meet Government's requirements:**
  - **Award to contractor(s) / team(s) who can perform scope of work (Entire Scope or Services Only)**

SOURCE SELECTION AND ORAL PRESENTATIONS

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SOURCE SELECTION

- **AFFARS 5315.300 - Best Value**
  - **Agency Procedures**
    - **» Greater than $100 Million**
- **Source Selection Authority (SSA)**
  - **Principal Deputy Assistant Secretary for the Air Force (Acquisition & Management)**
- **Select the Best Value Contractor Team(s) Responsive to the Broad FAST Mission Requirements**

SOURCE SELECTION

- **Integrated Assessment**

- **Four Mandatory Evaluation Factors:**
  - » **Factor 1 - Mission Capability (Technical)**
  - » **Factor 2 - Proposal Risk**
  - » **Factor 3 - Past Performance**
  - » **Factor 4 - Price / Cost**

ORAL PRESENTATIONS

- **Oral presentation**
  - **A Forum in which an offeror submits information to a panel of Government source selection officials.**
  - **The panel uses the oral presentation information to assess the offeror's capability**
    - » **Knowledge of the work that it will have to perform under the prospective contract**
    - » **Ability to perform that work.**

ORAL PRESENTATIONS

- **Oral presentations:**
  - **Will be conducted at WR-ALC**
  - **Will be taped by WR-ALC personnel**
  - **Presenters will be company employees with knowledge of the requirements**
  - **No marketing pitches**
  - **Question and answer session will be held**

SUBMISSIONS

- Concept
  - Volume I - Written Offer / Proposal of Contract Terms, etc.
  - Volume II - Past / Present Performance Information
  - Volume III - Cost / Price Information
  - Volume IV - Oral Presentation of Mission Capability Information
- No written technical volumes / submittals

ORAL PRESENTATION TOPICS (Draft)

- **Mission Capability - Technical & Management**
  - **Topic 1 - Breadth and Depth of Team Organization Experience and Capability**
  - **Topic 2 - Information Technology - Open System Architecture Approaches and Solutions**
  - **Topic 3 - Management Approach / Solutions to Task Orders**

ORAL PRESENTATION TOPICS (Draft)

- **Topic 4 - Ability to Manage a Diverse Workforce**

- **Topic 5 - Extent of Participation of Small, Small Disadvantaged, and Women Owned Small Business Concerns**

  - **Large Businesses Only**

ORAL PRESENTATION FACTORS (Draft)

- **Factor 1 - Mission Capability**
  - **Sub-factor 1 - Organizational Experience / Capability**
  - **Sub-factor 2 - Relative Understanding of the Requirement**
  - **Sub-factor 3 - Corporate Commitment to Small, Small Disadvantaged, and Woman Owned Small Business Concerns**

ORAL PRESENTATION FACTORS (Draft)

- **Factor 2 - Risk Analysis of Proposed Approach**

- **Factor 3 - Performance Confidence**
  - **Surveys, Questionnaires, CPARS, Other Sources**
    - » **Written Capability - Past and Present Performance Information**
    - » **Extent of Participation of Small, Small Disadvantaged, and Women Owned Small Business Concerns**

ORAL PRESENTATION FACTORS (Draft)

- **Factor 4 - Cost / Price**
  - **Evaluated Fully Burdened Labor Rates**
  - **Aggregate Cost of Task Orders**
    - » **Actual, Sample or Evaluation Matrix**
  - **Reasonableness**

PAST PERFORMANCE EVALUATIONS

Lisette LeDuc
OO-ALC/PK-3
DSN 777-0830
email:
Lisette.LeDuc@Hill.af.mil

OUTLINE

- PURPOSE OF PAST PERFORMANCE EVALUATION
- PERFORMANCE RISK ASSESSMENT GROUP'S (PRAG) ROLES & RESPONSIBILITIES
- PROPOSAL INFORMATION
- SOURCES OF DATA
- RECENCY AND RELEVANCY
- ADVERSE PAST PERFORMANCE
- PERFORMANCE CONFIDENCE RATINGS

PURPOSE OF EVALUATION

- **The main purpose of the Performance Risk Assessment Group (PRAG) is to assess the degree of confidence the Air Force has in an offeror based on a demonstrated record of supplying products and services that meet users' needs including cost and schedule.**

ROLES & RESPONSIBILITIES

- **PRAG - What is it?**
  - **Per Air Force Federal Acquisition Regulation Supplement (AFFARS) 5315.301-90 ©, the PRAG is a group of experienced “Government” personnel assigned to accomplish the past performance evaluation.**
  - **Accomplished for each offeror and their critical teaming / joint venture or subcontractors.**

ROLES & RESPONSIBILITIES

- **PRAG's job is to collect and assess offeror performance data and then assign performance confidence rating**
- **PRAG examines info presented by offeror and other information PRAG finds and deems relevant**
- **Provides the SSA with an integrated and consistent picture with emphasis on demonstrated performance**

PROPOSAL INFORMATION

- **Offerors should provide PP in the format provided**
- **Prime's detailed performance histories - limited to five most relevant contracts**
- **First-tier (major) subs and/or teaming partners (Joint Venture) - limited to three most relevant contracts**
- **Prime to provide a list of all contracts performed within the last two years**
  - **This will help PRAG find other relevant info they wish to examine**

PROPOSAL INFORMATION

- No page limit on past performance volume
  - Only individual contract histories will be page limited
- In detailed performance histories, offerors to provide narrative info re:
  - Program background / history
  - Explanation of Relevancy
  - Major problems encountered and Corrective actions taken
  - Quality awards earned
- Same information for major subs or teaming partners

PROPOSAL INFORMATION

- **Past Performance Questionnaire included in RFP**
- **Offerors to distribute Questionnaires to applicable customers**
- **PRAG will follow-up with respondents - not offerors!**
- **Make sure all points of contact information is current, accurate and complete!**

SOURCES OF DATA

- Offeror's past performance volume
- Questionnaires
- Other Services / Commands / Agencies
- Interviews
- CPARS

ALL DATA MUST BE RECENT AND RELEVANT!

RECENCY AND RELEVANCY

- Recency - performed within the last 3 years
- Relevancy - Consideration given to such things as:
  - Product/Service Similarity
  - Product Complexity
  - Contract Type
  - Program Phase
  - Contract Environment
  - Division or Company Proposing
  - Subcontractor Interaction
  - Contractor Role (Prime or Sub)

RELEVANCY CATEGORIES

- **VERY RELEVANT**
- **RELEVANT**
- **SOMEWHAT RELEVANT**
- **NOT RELEVANT**

Contracts reflecting more relevant performance will have a greater impact on the overall Past Performance Rating. All contracts that are at least Somewhat Relevant will be considered.

PERFORMANCE CONFIDENCE RATINGS

- EXCEPTIONAL - HIGH CONFIDENCE
- VERY GOOD - SIGNIFICANT CONFIDENCE
- SATISFACTORY - CONFIDENCE
- NEUTRAL - UNKNOWN CONFIDENCE
- MARGINAL - LITTLE CONFIDENCE
- UNSATISFACTORY - NO CONFIDENCE

ADVERSE PAST PERFORMANCE

- **Adverse Past Performance will be addressed when**
  - **It is the determining factor in deciding whether an offeror should be left in the Competitive Range**
  - **The offeror has not previously had a chance to respond to adverse Past Performance**

PERFORMANCE CONFIDENCE RATINGS

- PRAG's rating will be based on Recency and Relevancy of Past Performance Information
- Will be given based on information received from offeror and other sources
- Will use the Performance Confidence ratings using AFFAR SUP 5315.305 (2) definitions
- Will consider the Mission Capability elements
- Each Offeror will receive **ONE** overall Performance Confidence Rating (to include their major subs and teaming partners' performance)

PRICING / COST EVALUATION

Lisa Corr, Price Analyst
Warner Robins Air Logistics Center / PKPF
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email: Lisa.Corr@robins.af.mil

FAST ESTIMATES

- **Scope of effort for all ALCs**

- **SERVICES $445 MILLION / YR -- 57%**
- **MODS $139 MILLION / YR -- 18%**
- **SPARES $107 MILLION / YR -- 14%**
- **REPAIRS $ 86 MILLION / YR -- 11%**

TOTAL $777 MILLION / YR

CONTRACT TYPES

- **FAR Part 12 (Acquisition of Commercial Items)**
  - **Firm Fixed Price , Time & Material labor rates**
    - **Services**
    - **Mods**
    - **Spares**
    - **Repairs**

EVALUATION DILEMMA

FAST

Industry Day

- **110 labor categories**
- **On-site / offsite rates**
- **3 geographical areas - West, Central, East**
- **Prime / subs**
- **Different contract types**
- **First 5 years**
- **Approximately 1,650,000 rates to review**

EVALUATION ALTERNATIVES

- **Simple Average**
- **Estimate hours for each labor category**
- **Calculate a composite rate**
  - **(1) One Composite Rate**
  - **(2) Each labor category (prime / sub together) - 110 rates**
- **Provide a template**

SUMMARY

- FAR Part 12
- Template to be provided
- Requesting contractors provide recommendations on Evaluation Alternatives
- Detailed Sections L & M provided later
  - Reasonableness

CONTRACT ADMINISTRATION

TASK ORDER ISSUANCE AND ADMINISTRATION

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CONTRACT ADMINISTRATION

FAST

Industry Day

- **Warner Robins ALC will provide overall contract management and administration**
  - **Includes issuance of control numbers, maintenance of contract ceiling, post-award review of task orders, manage CPARS reports**
- **Using Centers will have decentralized task ordering authority**
- **Task order owners are responsible for post-award task management**
  - **Surveillance**
  - **Preparation of CPARS by task order**

ISSUANCE OF TASK ORDERS

- **Request for Task Proposals (RTP) will be issued to multiple awardees (Day 1)**
  - **In accordance with Fair Opportunities Clauses**
- **The contractor(s) will have 7 days to prepare a response**
  - **7 days will be the standard; Complex requirements may require additional time**
  - **Standards for selection of source will be established in each RTP**

ISSUANCE OF TASK ORDERS

- **The Government will evaluate and award task orders within 12 days of receipt of proposal**
  - **12 days will be the standard; Complex requirements may require additional time**
- **From release of RTP to award: 19 days (standard)**
- **Our standards are firm**
  - **Expedited responses help to reduce bid and proposal costs and time**

CONTRACTING OFFICIALS

•**Angie Thompson, Procuring Contracting Officer**
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•**Cathy Armor, Contract Negotiator**
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Email: Cathy.Armor@robins.af.mil

****Web Site:**
http:pkec.robins.af.mil/FAST/FAST.html**

NEW SCHEDULE

- DRAFT SOW (#2) 22 OCT 99
- DRAFT SAMP 29 OCT 99
- INDUSTRY DAY 15 NOV 99
- RISK ASSESSMENT 30 NOV 99
- ASP WR-ALC/CC 13 JAN 00
- ASP AFMC/CC 20 JAN 00
- ASP SAF/AQ 27 JAN 00
- DRAFT RFP 7 FEB 00
- FINAL RFP 7 MAR 00
- PROPOSALS RECEIVED 24 APR 00
- AWARD 30 JUN 00

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RISK ASSESSMENT WORKSHOP
30 Nov - 03 Dec 99

Nickie G. Smith, Sr.
FAST Management Team
WR-ALC/LK-1
912-926-0868
E-Mail:
nickie.smith@robins.af.mil

RISK ASSESSMENT WORKSHOP
Why?

FAST

Industry Day

- DOD 5000 Requires Risk Evaluations
- Source Selection Criteria
  - Meaningful
  - Discriminate Between Offerors
- Risk Assessment Workshop
  - Will Identify Discriminators
  - Identifies Technical, Cost, And Schedule Drivers
  - Information Exchange Tool Between Government And Offerors

RISK ASSESSMENT WORKSHOP
Objectives

- Risk Identification And Analysis Of Requirements
  - Statement Of Work
- Evaluation Factors And Standards
- Instructions To Offerors (ITO) (L-900)
- RFP Evaluation Clauses (M-900)

RISK ASSESSMENT WORKSHOP
Where?

- Museum Of Aviation Century Of Flight Hanger
  - WR-ALC/RE Conference Room - Upper Level
  - Suite 1506
  - 1942 Heritage Blvd
  - Immediately South Of Robins AFB
- 30 Nov 99 - 03 Dec 99
  - 8:00 a.m. to 4:30 p.m.

RISK ASSESSMENT WORKSHOP
Agenda

FAST

Industry Day

30 Nov 99

- **0800-0830 Welcome / Introduction**
- **0830-0845 LK Opening Remarks**
- **0845-0900 Participant Sign-In**
- **0900-0930 Risk Briefing**
- **0930-0945 Break**
- **0945-1030 Best Value Briefing**
- **1030-1200 Brainstorm Requirements**
- **1200-1300 Lunch**
- **1300-1400 Brainstorm Requirements**
- **1400-1415 Break**
- **1415-1630 Define / Refine Requirements**

RISK ASSESSMENT WORKSHOP
Agenda (con't)

FAST

Industry Day

01 Dec 99

- **0800-0845 Define / Refine Requirements**
- **0845-0900 Break**
- **0900-1100 Categorize Requirements**
- **1100-1115 Break**
- **1115-1200 Categorize Requirements**
- **1200-1300 Lunch**
- **1300-1400 Identify Risks**
- **1400-1415 Break**
- **1415-1630 Identify Risks**

RISK ASSESSMENT WORKSHOP
Agenda (con't)

FAST

Industry Day

02 Dec 99

- **0800-1000 Assess Probability And Consequences (Vote)**
- **1000-1015 Break**
- **1015-1130 Risk Matrix / List High Risks**
- **1130-1300 Lunch**
- **1300-1400 Develop Section M**
- **1400-1415 Break**
- **1415-1500 Subfactor Briefing**
- **1500-1600 Develop Section L**
- **1600-1630 Wrap-Up / Survey**

RISK ASSESSMENT WORKSHOP
Computer Terminals

FAST

Industry Day

- 15 Computer Terminals - 48 Seats
  - Nine (9) Terminals For Industry
    - Four (4) Terminals Reserved For Small Business
  - Four (4) Terminals For Government
  - One (1) Terminal For Facilitator Typist
  - One (1) Terminal For Government Typist
- Random Drawing If Industry Participation Exceeds Terminals / Seating Capacity
- Ventana GroupSystems

QUESTIONS
&
ANSWERS

CLOSING REMARKS

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CLOSING REMARKS

- Please Sign-in
- Turn in Questions
- All Briefings Will Be Posted on Webpage
  - http://pkec.robins.af.mil/\FAST\FAST.HTM
- Reminder
  - No Small Business Session Tomorrow
- Thank You For Your Participation